

RAPIDLY GROWING MEDICAL DEVICE COMPANY BENEFITS  
FROM INNOVATION

**ABOUT RIVERPOINT MEDICAL.** Riverpoint Medical was founded in 2008 by the Ferguson Family as a specialty medical device company. Based in Portland, Oregon, with around 130 employees, Riverpoint designs, develops, markets, and manufactures next-generation medical devices for the veterinary and healthcare markets. The company specializes in sutures, implantable bioabsorbable fibers, and surgical LED lighting products.

**THE CHALLENGE.** Riverpoint needed to improve the layout of its facility to increase production capacity. Although sales were projected to grow by 128 percent in the next three years, the company was already struggling to meet current demand. Adding an additional shift was not an option given process constraints. Instead, Riverpoint leadership reached out to the Oregon Manufacturing Extension Partnership (OMEP), part of the MEP National Network, for assistance.

**MEP CENTER'S ROLE.** OMEP worked with the leadership team to understand the production process and develop value stream mapping systems around each product family, with the goal of developing highly balanced assembly cells. With guidance from OMEP, the company implemented visual management systems for tracking and reporting cell performance. The systems help Riverpoint employees better manage the cells and provide daily reports on results.

After establishing predictable product flows, OMEP worked with Riverpoint to develop planning and scheduling tools for managing production. The tools use a combination of build-to-order, build-to-stock, and configure-to-order methods to increase production capacity.

Prior to the engagement with OMEP, lead time typically exceeded 20 days. Now, lead time is down to one week, and the process improvements more than doubled capacity in the plant. They also reduced waste and generated cost savings for Riverpoint. The company is looking into more opportunities to boost capacity, including adding automation, making ergonomic improvements, and enhancing product and process performance.

"At Riverpoint, we continue to gain an understanding of our customer's demands and facilitate excellent surgical outcomes. OMEP's help has allowed the company to improve and design our value stream with a cradle-to-grave approach, implemented across the whole company."

-Patrick Ferguson, President

## RESULTS



Reduced lead time by at least  
**13 days**



Increased production capacity  
by **136%**



Generated **\$750,000** in cost-  
savings

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